| STOCK INFO. | BLOOMBERG |
| :--- | ---: |
| BSE Sensex: 9,406 | AXSB IN <br> REUTERS CODE |
| S\&P CNX: 2,873 | AXBK.BO |
| Equity Shares (m) | 357.7 |
| 52-Week Range | $1,291 / 363$ |
| 1,6,12 Rel.Perf.(\%) | $5 / 5 /-1$ |
| M.Cap. (Rs b) | 173.8 |
| M.Cap. (US\$ b) | 3.6 |


| 9 January 2009 |  |  |  |  |  |  |  |  |  | $\begin{array}{r} \text { Buy } \\ \text { Rs486 } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Previous Recommendation: Buy |  |  |  |  |  |  |  |  |  |  |
| $\begin{aligned} & \text { YEAR } \\ & \text { END } \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { NET INCOME } \\ & \text { (RS M) } \\ & \hline \end{aligned}$ | $\begin{gathered} \text { PAT } \\ \text { (RS M) } \\ \hline \end{gathered}$ | $\begin{aligned} & \mathrm{EPS} \\ & \text { (RS) } \\ & \hline \end{aligned}$ | $\begin{gathered} \text { EPS } \\ \text { GROW TH (\%) } \end{gathered}$ | $\begin{aligned} & \mathrm{P} / \mathrm{E} \\ & (\mathrm{X}) \end{aligned}$ | $\begin{gathered} \text { P/B V } \\ (\mathrm{X}) \\ \hline \end{gathered}$ | $\begin{aligned} & \text { CAR } \\ & (\%) \\ & \hline \end{aligned}$ | ROAE <br> (\%) | ROAA <br> (\%) | $\begin{gathered} \text { P/AB V } \\ (\mathrm{X}) \\ \hline \end{gathered}$ |
| 3/07A | 24,784 | 6,590 | 23.4 | 34.5 | 20.8 | 4.0 | 11.6 | 21.0 | 1.1 | 4.2 |
| 3/08A | 43,808 | 10,710 | 29.9 | 28.0 | 16.2 | 2.0 | 13.7 | 17.6 | 1.2 | 2.0 |
| 3/09E | 63,185 | 16,042 | 44.8 | 49.8 | 10.8 | 1.7 | 12.5 | 17.1 | 1.3 | 1.8 |
| 3/10E | 77,860 | 17,558 | 49.1 | 9.5 | 9.9 | 1.5 | 10.8 | 16.4 | 1.1 | 1.7 |

25 For 3QFY09, Axis Bank posted a PAT of Rs5b, above our estimate of Rs4b, driven by higher treasury gains and lower provisions. NII growth of $24 \%$ was lower than our estimate of $29 \%$.
L Loans grew 55\% YoY to Rs753b ( $9 \%$ QoQ), while deposits grew $54 \%$ to Rs1,057b (3\% QoQ). CASA growth slowed down: savings accounts grew $39 \%$ YoY while current accounts grew $20 \%$ YoY. CASA ratio fell by 230bp QoQ and 730bp YoY to $38 \%$. CASA deposits declined $3 \%$ QoQ in absolute terms.
\& Reported NIM fell 39 bp QoQ and 79bp YoY to $3.12 \%$, as cost of funds increased by 67 bp QoQ to $6.9 \%$. Liquidity crunch in October and November 2008 has impacted margins as it continues to be highly dependant on wholesale term deposits, which accounts for $47 \%$ of total deposits. The management' s decision to grow assets in 3QFY09 despite lower CASA deposits impacted margins.
25 Fee income growth is strong at $51 \%$ YoY, backed by corporate and capital market related fees. Retail fee growth slowed down to $21 \%$ YoY.
25 Asset quality is robust - gross NPAs at $0.9 \%$ and net NPAs at $0.4 \%$. Tier-I CAR improved to $9.5 \%$ in 3 QFY 09 from $9.2 \%$ in 2QFY09 due to strong earnings and benefit of RBI relaxation on risk weights on certain asset classes.
\& Post 3QFY09 results, we have increased our EPS estimate for FY09 by 3\%; our estimates for FY10 remain unchanged.
The stock trades at 1.7 x FY09E and 1.5 x FY10E BV, and 11x FY09E and 10x FY10E EPS. We reiterate Buy.

| QUARTERLY PERFORMANCE |  |  |  |  |  |  |  |  | (RS MILLION) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Y/E MARCH | FY08 |  |  |  | FY09 |  |  |  | FY08 | FY09E |
|  | 10 | 2 Q | $3 Q$ | 4 Q | 10 | $2 Q$ | 3 Q | 4QE |  |  |
| Interest Income | 15,111 | 16,765 | 18,023 | 20,154 | 22,664 | 25,450 | 29,848 | 31,029 | 70,053 | 108,991 |
| Interest Expense | 10,901 | 10,878 | 10,550 | 11,870 | 14,560 | 16,316 | 20,551 | 20,888 | 44,200 | 72,314 |
| Net Interest Income | 4,209 | 5,887 | 7,473 | 8,284 | 8,105 | 9,134 | 9,297 | 10,142 | 25,854 | 36,677 |
| Y-o-Y Growth (\%) | 41.3 | 72.9 | 91.1 | 88.7 | 92.5 | 55.2 | 24.4 | 22.4 | 76.1 | 41.9 |
| Other Income | 3,682 | 3,829 | 4,879 | 5,565 | 6,248 | 6,944 | 7,322 | 5,994 | 17,955 | 26,508 |
| Net Income | 7,892 | 9,716 | 12,352 | 13,849 | 14,353 | 16,078 | 16,619 | 16,136 | 43,808 | 63,185 |
| Operating Expenses | 4,212 | 5,087 | 5,630 | 6,621 | 6,329 | 7,334 | 7,522 | 8,622 | 21,549 | 29,808 |
| Operating Profit | 3,679 | 4,629 | 6,723 | 7,228 | 8,023 | 8,744 | 9,096 | 7,513 | 22,259 | 33,376 |
| Y-o-Y Growth (\%) | 29.9 | 85.3 | 101.4 | 82.1 | 118.1 | 88.9 | 35.3 | 3.9 | 76.1 | 49.9 |
| Provision \& Contingencies | 1,009 | 1,145 | 2,001 | 1,642 | 2,967 | 2,558 | 1,320 | 2,226 | 5,794 | 9,071 |
| Profit before Tax | 2,670 | 3,484 | 4,722 | 5,586 | 5,056 | 6,186 | 7,777 | 5,287 | 16,465 | 24,306 |
| Tax Provisions | 921 | 1,206 | 1,654 | 1,972 | 1,754 | 2,157 | 2,768 | 1,584 | 5,755 | 8,264 |
| Net Profit | 1,750 | 2,278 | 3,068 | 3,614 | 3,302 | 4,029 | 5,009 | 3,703 | 10,710 | 16,042 |
| Y-o-Y Growth (\%) | 45.2 | 60.5 | 66.2 | 70.5 | 88.7 | 76.8 | 63.2 | 2.5 | 62.5 | 49.8 |
| Int Exp/ Int Earned (\%) | 72.1 | 64.9 | 58.5 | 58.9 | 64.2 | 64.1 | 68.9 | 67.3 | 63.1 | 66.3 |
| Other Income / Net Income (\%) | 46.7 | 39.4 | 39.5 | 40.2 | 43.5 | 43.2 | 44.1 | 37.1 | 41.0 | 42.0 |
| Cost to Income Ratio (\%) | 53.4 | 52.4 | 45.6 | 47.8 | 44.1 | 45.6 | 45.3 | 53.4 | 49.2 | 47.2 |
| Provisions/Operating Profit (\%) | 27.4 | 24.7 | 29.8 | 22.7 | 37.0 | 29.3 | 14.5 | 29.6 | 26.0 | 27.2 |
| Tax Rate (\%) | 34.5 | 34.6 | 35.0 | 35.3 | 34.7 | 34.9 | 35.6 | 30.0 | 35.0 | 34.0 |

## E: MOSt Estimates

|  | 3QFY09 | 3QFY08 | yoy Gr. \% | 2QFY09 | QOQ GR. \% | FY08 | FYo9E | FY10E |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Income | 29,848 | 18,023 | 66 | 25,451 | 17 | 70,053 | 108,991 | 133,106 |
| Interest Expense | 20,551 | 10,550 | 95 | 16,316 | 26 | 44,200 | 72,314 | 87,246 |
| Net Interest Income (NII) | 9,297 | 7,473 | 24 | 9,135 | 2 | 25,854 | 36,677 | 45,860 |
| Other Income | 7,322 | 4,879 | 50 | 6,944 | 5 | 17,955 | 26,508 | 32,000 |
| - Fees and others | 5,239 | 3,485 | 50 | 5,704 | (8) | 13,678 | 21,403 | 25,724 |
| - Treasury Income (including forex) | 2,082 | 1,394 | 49 | 1,240 | 68 | 4,277 | 5,105 | 6,276 |
| Net Income | 16,619 | 12,352 | 35 | 16,079 | 3 | 43,808 | 63,185 | 77,860 |
| Total Operating Costs | 7,522 | 5,630 | 34 | 7,334 | 3 | 21,549 | 29,808 | 35,751 |
| - Staff Costs | 2,661 | 1,735 | 53 | 2,604 | 2 | 6,703 | 10,126 | 12,388 |
| - Other Opex | 4,862 | 3,895 | 25 | 4,730 | 3 | 14,847 | 19,683 | 23,363 |
| Operating Profit | 9,096 | 6,723 | 35 | 8,744 | 4 | 22,259 | 33,376 | 42,109 |
| Provisions | 1,320 | 2,001 | (34) | 2,558 | (48) | 5,794 | 9,071 | 15,506 |
| PBT | 7,777 | 4,722 | 65 | 6,187 | 26 | 16,465 | 24,306 | 26,603 |
| Tax | 2,768 | 1,654 | 67 | 2,157 | 28 | 5,755 | 8,264 | 9,045 |
| Tax payout \% | 36 | 35 |  | 35 |  | 35 | 34 | 34 |
| PAT | 5,009 | 3,068 | 63 | 4,029 | 24 | 10,710 | 16,042 | 17,558 |
| Deposits | 1,057,160 | 685,510 | 54 | 1,028,850 | 3 | 876,262 | 1,139,141 | 1,458,100 |
| CASA Ratio \% | 38 | 45 |  | 40 |  | 46 | 40 | 40 |
| Loans | 753,280 | 486,320 | 55 | 688,530 | 9 | 596,610 | 811,390 | 1,038,579 |
| - Retail | 156,160 | 120,090 | 30 | 167,700 | (7) |  |  |  |
| - SME | 141,450 | 90,080 | 57 | 131,090 | 8 |  |  |  |
| Gross NPA \% | 0.9 | 0.8 |  | 0.9 |  | 0.7 | 1.6 | 3.0 |
| Net NPA \% | 0.4 | 0.4 |  | 0.4 |  | 0.4 | 0.7 | 1.4 |
| Yields on Advances \%* | 11.6 | 10.5 |  | 10.9 |  | 9.8 | 10.9 | 10.3 |
| Cost of Funds \%** | 6.9 | 5.7 |  | 6.2 |  | 6.0 | 6.3 | 6.3 |
| NIM \%** | 3.1 | 3.9 |  | 3.5 |  | 3.4 | 3.5 | 3.4 |
| Tier I CAR \% | 9.5 | 12.6 |  | 9.2 |  | 10.2 | 8.3 | 7.2 |
| Tier II CAR \% | 4.4 | 4.3 |  | 3.0 |  | 3.6 | 4.1 | 3.6 |
| Branches | 749 | 608 |  | 729 |  | 671 | 825 | 950 |
| ATMs | 3,171 | 2,595 |  | 3,082 |  | 2,764 |  |  |

* Calculated, ${ }^{* *}$ Reported


## Comments

Balance sheet growth strong: Loans grew 55\% YoY to Rs753b ( $9 \%$ QoQ), while deposits grew $54 \%$ YoY to Rs1,057b (3\% QoQ). SME loans grew 57\% YoY ( $\sim 19 \%$ of loan book), retail loans grew $30 \%$ YoY ( $\sim 21 \%$ of loan book), agri loan book grew $52 \%$ YoY (7.5\% of loan book). Large and mid corporate loans (including international loan book of US\$1.7b) grew $67 \%$ to Rs 400 b and account for $53 \%$ of the loan book. CASA growth slowed down: savings accounts grew $39 \%$ YoY while current accounts grew $20 \%$ YoY. CASA ratio fell by 230bp QoQ and 730bp YoY to $38 \%$.

Due to strong loan book growth in 4QFY08, YoY growth numbers are appearing skewed. When compared with March 2008 levels, Axis Bank's loan growth is $26 \%$ (v/s industry growth of $13 \%$ ). It has added Rs157b of loans during 9MFY09 as compared to Rs118b added in 9MFY08. The management expects loan book growth of $50 \%+$ to taper down to $35-40 \%$ YoY by March 2009 - partly due to high base impact.

Margins decline due to fast growth; expect improvement going forward: Reported NIM fell 39bp QoQ and 79bp YoY to $3.12 \%$, as cost of funds increased (up 67bp QoQ to $6.9 \%$ ). CASA deposits declined $3 \%$ QoQ in absolute terms. Liquidity crunch in October and November 2008 has impacted margins - the bank is highly dependant on wholesale term deposits ( $47 \%$ of total deposits). The management' s decision to grow assets fast in 3QFY09 (despite lower CASA deposits) has impacted margins.

Loan book growth during the quarter was fully funded through term deposits (as CASA deposits declined $3 \% \mathrm{QoQ}$ ); this led to a sharp rise in cost of funds. We expect Axis Bank to be a large beneficiary of the sharp fall in wholesale deposits rates in CY09. Axis Bank did not reduce its PLR during 3QFY09, as margin pressures were evident. Margins should expand in 4QFY09 due to CRR release benefit and lower deposit rates.

Fee income growth commendable, however retail fees slowing down: Fee income (excluding treasury/forex fees) grew $51 \%$ YoY. Growth in retail fees slowed down to $21 \%$ YoY, as third party distribution fees were almost flat. Large and mid corporate fees grew $73 \%$ YoY. Capital market related fees (which are lumpy in nature, but have been consistent for the last three quarters) grew 2.5 x YoY to Rs1b, creating a spike in overall fee income growth. Treasury profits (including treasury/forex fees) increased $49 \%$ YoY to Rs2.1b. We have modeled fee income growth of $20 \%$ in FY10 to factor in a decline in capital market fees and slowdown in other fees.

Asset quality robust with gross NPAs at $0.9 \%$ : Asset quality is robust - gross NPAs at $0.9 \%$ and net NPAs at $0.4 \%$. In absolute terms, gross NPAs increased $11 \%$ QoQ and net NPAs increased $2 \%$ QoQ. There is a gradual shift in loan portfolio mix towards higher rating assets. The proportion of "A" and above rated large and mid corporate loans has increased from $77 \%$ in December 2007 and $81 \%$ in March 2008 to 82\% in September 2008. Similarly, the proportion of SME loans in SME 4-8 (lower quality buckets) rating has declined from $29 \%$ in December 2007 and March 2008 to 21\% in September 2008.

Provisions in 3QFY09 decreased 34\% YoY to Rs1.3b. Despite providing for loan losses at Rs2.8b in 3QFY09, MTM gains on investments of Rs1.5b led to lower overall provisions. We are factoring in higher NPA provisions for Axis Bank (expect provisions to rise $100 \%$ in FY09 and another $86 \%$ in FY 10). Our estimates also factor in a higher delinquency rate of $2 \%$ and $3.5 \%$ in FY09 and FY10, respectively v/s $1 \%$ in FY08. We have factored in gross NPA of Rs31b (4x from current level) or $3 \%$ in FY10 ( $0.9 \%$ currently). We have modeled credit cost (including standard asset provisions) rising to $1.9 \%$ in FY10 from $1.4 \%$ in FY08.

Maintain Buy: Over the last few years, Axis Bank has demonstrated its ability to grow at a strong pace across all parameters. We are impressed especially by its CASA growth (CAGR of $50 \%$ over FY04-08), strong traction in fee income (CAGR of $56 \%$ over FY0408) and clean asset quality. Post 3 QFY 09 results, we have increased our EPS estimate for FY09 by $3 \%$; our estimates for FY 10 remain unchanged. We estimate book value at Rs280/share for FY09 and Rs318/share for FY10. We expect EPS to be Rs45 in FY09 and Rs49 in FY10. The stock trades at 1.7x FY09E and 1.5x FY10E BV, and 11x FY09E and 10x FY10E EPS. We reiterate Buy.

SME (up 57\%), large and mid corporate (up 67\%) loans are driving loan book growth

CASA deposit growth slowed down due to high interest rate and tight liquidity


CASA RATIO IMPACTED


FRANCHISE BUILD UP CONTINUES



CORE FEE INCOME IS SUSTAINING HIGH TRACTION - UP 51\% IN 3QFY09
$\square$ Fee Income (Rs m) - RHS - F-Fee Income as \% of Assets - LHS


DIVERSIFIED REVENUE STREAMS


ASSET QUALITY ROBUST


Source: Company/Motilal Oswal Securities

LOAN BOOK COMPOSITION (\%): LARGE AND MID-CORPORATES (53\% OF LOAN BOOK)

Axis Bank is shifting loan book composition in favor of safer assets


## Axis Bank: an investment profile

## Companydescription

Axis Bank is a private sector bank in India, with a balance sheet size of Rs 1.1t. Promoted by UTI in 1994, the bank has a countrywide presence through a network of 749 branches, and extension counters across 454 locations and 3,171 ATMs. Under the leadership of Dr Nayak, the bank has made significant strides in all segments and has emerged as one of the stronger players in the Indian banking space.

## Key investment arguments

We expect loan growth of $32 \%$ (CAGR, FY08-10E) along with margin expansion to result in NII growth of over $33 \%$ over the same period
Robust asset quality despite a very fast growth in assets over last couple of years

* Has built a strong retail network on the platform of best technology and quality manpower


## Recent developments

\& Axis Bank raised Rs15b of Tier I bonds during 3QFY09

## Valuation and view

\& Core earnings momentum will continue to drive valuations.
\& We expect earnings to grow by $28 \%$ CAGR over FY0810. The stock trades at 1.7 x FY09E and 1.5 x FY10E BV, and 11x FY09E and 10x FY10E EPS. We reiterate

Buy.

## Sector view

\& YTD loan growth of $25 \%$ and deposit growth of $22 \%$
\& Concerns on slowing economic growth
\& Selective buying with favor for banks with higher earnings visibility and reasonable valuations

## Key investments risks

Fast growth in assets may hurt earnings growth in case of asset quality reversal.

|  |  | AXIS BANK | HDFC BANK* | ICICI BANK** |
| :---: | :---: | :---: | :---: | :---: |
| P/E (x) | FY09E | 10.8 | 19.1 | 9.3 |
|  | FY10E | 9.9 | 15.1 | 6.8 |
| $\overline{\mathrm{P} / \mathrm{BV}}$ (x) | FY09E | 1.7 | 2.9 | 0.8 |
|  | FY10E | 1.5 | 2.5 | 0.7 |
| RoE (\%) | FY09E | 17.1 | 15.8 | 7.7 |
|  | FY10E | 16.4 | 17.9 | 9.3 |
| RoA (\%) | FY09E | 1.3 | 1.3 | 0.9 |
|  | FY10E | 1.1 | 1.4 | 1.1 |


|  | MOST | CONSENSUS | VARIATION |
| :---: | :---: | :---: | :---: |
|  | forecast | forecast | (\%) |
| FY09 | 44.8 | 39.0 | 15.1 |
| FY10 | 49.1 | 49.1 | 0.0 |
| target price and recommendation |  |  |  |
| current | target | UPSIDE | RECO. |
| PRICE (RS) | PRICE (RS) | (\%) |  |
| 486 | 954 | 96.4 | Buy |


| *Excludes warrant conversion by HDFC in FY10; ** Price adjusted <br> for value of key ventures and BV adjusted for investments in those <br> key ventures <br> SHAREHOLDING PATTERN (\%) |  |  |  |
| :--- | ---: | ---: | ---: |
|  | DEC-08 | SEP-08 | DEC-07 |
| Promoter | 42.4 | 42.4 | 43.0 |
| Domestic Inst | 10.5 | 10.9 | 8.3 |
| Foreign | 34.9 | 33.3 | 39.3 |
| Others | 12.2 | 13.4 | 9.4 |

STOCK PERFORMANCE (1 YEAR)



| BALANCE SHEET |  |  |  | (Rs Million) |  |
| :--- | :---: | :---: | :---: | ---: | ---: |
| Y/E M ARCH | 2007 | 2008 | 2009 E | 2010E | 2011E |
| Capital | 2,816 | 3,577 | 3,577 | 3,577 | 3,577 |
| Reserves \& Surplus | 31,116 | 84,108 | 96,634 | 110,149 | 126,875 |


| Net W orth | $\mathbf{3 3 , 9 3 2}$ | $\mathbf{8 7 , 6 8 5}$ | $\mathbf{1 0 0 , 2 1 1}$ | $\mathbf{1 1 3 , 7 2 6}$ | $\mathbf{1 3 0 , 4 5 2}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Deposits | $\mathbf{5 8 7 , 8 5 6}$ | $\mathbf{8 7 6 , 2 6 2}$ | $\mathbf{1 , 1 3 9 , 1 4 1}$ | $\mathbf{1 , 4 5 8 , 1 0 0}$ | $\mathbf{1 , 8 2 2 , 6 2 5}$ |
| Change (\%) | 46.5 | 49.1 | 30.0 | 28.0 | 25.0 |
| C ASA Deposits | $\mathbf{2 3 4 , 3 0 2}$ | $\mathbf{4 0 0 , 2 7 0}$ | $\mathbf{4 5 5 , 6 5 6}$ | $\mathbf{5 8 3 , 2 4 0}$ | $\mathbf{7 2 9 , 0 5 0}$ |
| Borrowings | 87,060 | 90,556 | 122,250 | 134,475 | 147,923 |
| Other Liab \& Provisions | 23,724 | 41,276 | 53,658 | 69,756 | 90,683 |
| Total Liabilities | $\mathbf{7 3 2 , 5 7 2}$ | $\mathbf{1 , 0 9 5 , 7 7 8}$ | $\mathbf{1 , 4 1 5 , 2 6 0}$ | $\mathbf{1 , 7 7 6 , 0 5 8}$ | $\mathbf{2 , 1 9 1 , 6 8 4}$ |
| Current Assets | 69,183 | 125,042 | 134,704 | 142,626 | 164,003 |
| Investments | $\mathbf{2 6 8 , 9 7 2}$ | $\mathbf{3 3 7 , 0 5 1}$ | $\mathbf{4 3 8 , 1 6 6}$ | $\mathbf{5 6 0 , 8 5 3}$ | $\mathbf{6 9 5 , 4 5 8}$ |
| Change (\%) | 24.9 | 25.3 | 30.0 | 28.0 | 24.0 |
| Loans | $\mathbf{3 6 8 , 7 6 5}$ | 596,610 | $\mathbf{8 1 1 , 3 9 0}$ | $\mathbf{1 , 0 3 8 , 5 7 9}$ | $\mathbf{1 , 2 9 8 , 2 2 3}$ |
| Change (\%) | 65.3 | 61.8 | 36.0 | 28.0 | 25.0 |
| Net Fixed Assets | 6,732 | 9,229 | 9,000 | 10,000 | 10,000 |
| Other Assets | 18,921 | 27,846 | 22,000 | 24,000 | 24,000 |
| Total Assets | $\mathbf{7 3 2 , 5 7 2}$ | $\mathbf{1 , 0 9 5 , 7 7 8}$ | $\mathbf{1 , 4 1 5 , 2 6 0}$ | $\mathbf{1 , 7 7 6 , 0 5 8}$ | $\mathbf{2 , 1 9 1 , 6 8 4}$ |


| KEY ASSUMPTIONS |  |  |  | (\%) |  |
| :--- | :---: | :---: | :---: | ---: | ---: |
| Y/E M ARCH | 2007 | 2008 | 2009 E | $\mathbf{2 0 1 0 \mathrm { E }}$ | 2011E |
| Deposit Growth | 46.5 | 49.1 | 30.0 | 28.0 | 25.0 |
| Loans Growth | 65.3 | 61.8 | 36.0 | 28.0 | 25.0 |
| Investments Growth | 24.9 | 25.3 | 30.0 | 28.0 | 24.0 |
| Provision Coverage | 63.5 | 50.0 | 55.0 | 53.0 | 55.0 |
| Dividend | 45.0 | 60.0 | 84.0 | 96.6 | 111.1 |

E: MOSt Estimates

| Y/E M ARCH | 2007 | 2008 | 2009E | 2010E | 2011E |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Spreads Analysis (\%) |  |  |  |  |  |
| Avg. Yield-Earning Assets | 7.6 | 8.5 | 9.6 | 9.1 | 9.0 |
| Avg. Cost-Int. Bear. Liab. | 5.4 | 5.4 | 6.5 | 6.1 | 6.0 |
| Interest Spread | 2.2 | 3.1 | 3.1 | 3.0 | 3.0 |
| Net Interest Margin | 2.5 | 3.1 | 3.23 | 3.15 | 3.2 |
| Profitability Ratios (\%) |  |  |  |  |  |
| RoE | 21.0 | 17.6 | 17.1 | 16.4 | 17.5 |
| RoA | 1.1 | 1.2 | 1.3 | 1.1 | 1.1 |
| Int. Expended/Int. Earned | 67.1 | 63.1 | 66.3 | 65.5 | 65.1 |
| Other Income/Net Income | 40.8 | 41.0 | 42.0 | 41.1 | 39.6 |
| Efficiency Ratios (\%) |  |  |  |  |  |
| Op Exp/Net Income* | 50.2 | 51.8 | 48.9 | 47.4 | 46.0 |
| Employee Cost/Op.Exps | 31.4 | 31.1 | 34.0 | 34.7 | 35.5 |
| Business per Empl. (Rs m) | 79.2 | 82.4 | 85.6 | 98.8 | 112.4 |
| Net Profit per Empl. (Rs m) | 0.7 | 0.7 | 0.8 | 0.8 | 0.9 |
| * Ex treasury |  |  |  |  |  |
| Asset Liability Profile (\%) |  |  |  |  |  |
| Advances/Deposit Ratio | 62.7 | 68.1 | 71.2 | 71.2 | 71.2 |
| CASA Ratio | 39.9 | 45.7 | 40.0 | 40.0 | 40.0 |
| Invest./Deposit Ratio | 45.8 | 38.5 | 38.5 | 38.5 | 38.2 |
| G-Sec/Investment Ratio | 61.1 | 59.9 | 71.5 | 70.2 | 70.8 |
| Gross NPAs to Advances | 1.1 | 0.7 | 1.6 | 3.0 | 3.9 |
| Net NPAs to Advances | 0.4 | 0.4 | 0.7 | 1.4 | 1.7 |
| CAR | 11.6 | 13.7 | 12.5 | 10.8 | 9.9 |
| Tier 1 | 6.4 | 10.2 | 8.3 | 7.2 | 6.6 |


| VALUATION |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Book Value (Rs) | 120 | 245 | 280 | 318 | 365 |
| Price-BV $(x)$ | 4.0 | 2.0 | 1.7 | 1.5 | 1.3 |
| Adjusted BV (Rs) | 117 | 241 | 270 | 292 | 324 |
| Price-ABV (x) | 4.2 | 2.0 | 1.8 | 1.7 | 1.5 |
| EPS (Rs) | 23.4 | 29.9 | 44.8 | 49.1 | 59.8 |
| EPS Growth | 34.5 | 28.0 | 49.8 | 9.5 | 21.7 |
| Price Earnings $(\mathrm{x})$ | 20.8 | 16.2 | 10.8 | 9.9 | 8.1 |
| OPS (Rs) | 44.9 | 62.2 | 93.3 | 117.7 | 147.4 |
| Price-OP $(x)$ | 10.8 | 7.8 | 5.2 | 4.1 | 3.3 |

E: MOSt Estimates


For more copies or other information, contact
Institutional: Navin Agarwal. Retail: Manish Shah
Phone: (91-22) 39825500 Fax: (91-22) 22885038. E-mail: inquire @ motilaloswal.com

## Motilal Oswal Securities Ltd, 3rd Floor, Hoechst House, Nariman Point, Mumbai 400021

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